Harness the power of the leading event for unmanned and autonomous systems to generate new business opportunities and increase sales.

SECURE YOUR 2019 BOOTH NOW AT XPONENTIAL.ORG
When 8,500 technologists, users and regulators of unmanned and autonomous systems come together, real business gets done. Backed by the leading organization advancing unmanned technology, AUVSI XPONENTIAL is the largest, most important event in the world bringing together the entire unmanned ecosystem.

This is your most powerful opportunity to:

**TAP INTO GROUNDBREAKING MARKET GROWTH**
The unmanned and autonomous systems industry will create over 100,000 jobs and more than $100 billion in economic impact within the next 10 years. XPONENTIAL is the most effective platform to capitalize on this momentum and maximize the opportunities ahead.

**BE PART OF THE LARGEST INDUSTRY EVENT**
XPONENTIAL attracts more than 8,500 attendees, double that of any other unmanned systems event. And it’s no wonder why. The event features a cutting-edge conference as well as 370,000 sq. ft. of exhibit space and 700+ exhibitors—three times the size of our competitors.

**CONNECT WITH THE WIDEST RANGE OF BUYERS**
XPONENTIAL is the only event that brings together both the defense and commercial sectors, every job function and all domains across all stages of integration. With all of these prospective customers and partners under one roof, it’s your best opportunity of the year for collaboration and business development.

**INVEST IN THE FUTURE**
XPONENTIAL is the only trade show that’s organized by a nonprofit association. AUVSI invests in building the unmanned systems economy through advocacy, education and other resources. An investment in the industry is an investment in your business.

Comparing XPONENTIAL to the other events I go to, this one has the most legitimate, large, capable customers.

- Jim Hanscom
  Regional Sales Manager, Sony Electronics
XPONENTIAL’s attendees are high-level decision makers who are ready to do serious business with you.

Attendees’ top areas of market interest are:

<table>
<thead>
<tr>
<th>Area</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Defense / Security</td>
<td>50%</td>
</tr>
<tr>
<td>Mapping + Surveying</td>
<td>45%</td>
</tr>
<tr>
<td>Inspections</td>
<td>37%</td>
</tr>
<tr>
<td>Agriculture</td>
<td>31%</td>
</tr>
<tr>
<td>Energy + Utilities</td>
<td>31%</td>
</tr>
<tr>
<td>Public Safety</td>
<td>30%</td>
</tr>
<tr>
<td>Oil + Gas</td>
<td>29%</td>
</tr>
<tr>
<td>Construction</td>
<td>28%</td>
</tr>
<tr>
<td>Industrial Robotics / Automation</td>
<td>27%</td>
</tr>
</tbody>
</table>

The top 5 job functions of XPONENTIAL attendees are:

- 54% Engineering / Technical / Research & Development
- 49% C-Level Executive / Management
- 22% Business Development
- 18% Remote Pilot / Operator
- 15% Educator / Instructor / Trainer

*Multiple responses allowed

XPONENTIAL CONNECTS YOU WITH BUYERS THAT WILL MAKE A DIFFERENCE TO YOUR BOTTOM LINE.

PAST ATTENDING COMPANIES INCLUDE:

- Amazon
- AT&T Services
- Barrick Gold Corporation
- Canadian Coast Guard
- Cherokee Nation Technologies
- Chevron
- Department of Agriculture
- Department of Defense
- Department of Interior
- Dow Chemical Company
- Duke Energy
- Dutch Police
- ESRI
- Exelon Corporation
- ExxonMobil
- Facebook
- FedEx
- FEMA
- Ford Motor Company
- French Air Force
- Google
- Hensel Phelps Construction Co.
- John Deere
- Korea Gas Safety Corporation
- Lufthansa Technik AG
- Merck
- Mexican Navy
- Miami-Dade Fire Rescue
- Michigan State Police
- New York City Police Department
- NOAA
- Rio Tinto
- San Diego Fire Bomb Squad
- Shell
- Southern Company
- T-Mobile
- Turkish Army
- Turner Construction Company
- U.S. Air Force
- U.S. Army
- U.S. Marine Corps
- U.S. Navy
- Uber
- Union Pacific Railroad
- United Airlines
- UPS
- Vail Mountain Rescue Group
- Walt Disney Imagineering

TAP INTO THIS POWERFUL OPPORTUNITY. SECURE YOUR SPACE TODAY.

VISIT XPONENTIAL.ORG FOR MORE DETAILS.
XPONENTIAL gives you unparalleled access to end users in both defense and commercial sectors across 20 vertical markets. They’re coming to XPONENTIAL to learn from you, as well as each other, and connect the dots on cross-industry opportunities and challenges.

TAP INTO THIS POWERFUL OPPORTUNITY. SECURE YOUR SPACE TODAY.

VISIT XPONENTIAL.ORG FOR MORE DETAILS.
If you miss XPSIONENTIAL, you’re losing sales to the competition.

CHECK OUT THE 2018 EXHIBITOR LISTING!

The Power of Competitive Advantage
AUVSI supports its exhibitors with an aggressive marketing and promotional program to ensure we attract the buyers you want to see most.

**THE POWER OF EXPOSURE**

As the use of UAS continue to rapidly increase and evolve, XPONENTIAL presents a valuable opportunity to share cutting-edge technology with real world applications, while gaining insight and best practices from others. XPONENTIAL brings **focus** to what matters in the UAS world and PAE ISR is happy to be a part of this conversation.

> “

**COLLABORATIVE PARTNERSHIPS WITH NEARLY 100 MEDIA OUTLETS AND ASSOCIATIONS**
—covering unmanned systems and vertical markets, representing hundreds of thousands of end users and industry professionals.

**BROADCAST EMAIL CAMPAIGN**
—targeting 30,000 AUVSI members, subscribers and constituents.

**MULTI-TIERED DIRECT MAIL CAMPAIGN**

**ONLINE ADVERTISING**
—with more than 2 million impressions worldwide.

**PRINT ADVERTISING**
—35+ ads reaching 1+ million professionals in unmanned end-user and provider communities.

**SOCIAL MEDIA**
—with over 50,000 followers across Facebook, Twitter, LinkedIn, Instagram and YouTube.

**ROBUST PUBLIC RELATIONS CAMPAIGN**
—reaching more than 500 trade and national media channels.

**TAP INTO THIS POWERFUL OPPORTUNITY. SECURE YOUR SPACE TODAY.**

VISIT XPONENTIAL.ORG FOR MORE DETAILS.

> “

- Polli Ogilvie
  Director, Marketing and Communications, PAE ISR
THE POWER OF RESULTS

Gain visibility with your target audience, generate valuable leads and build relationships with new buyers with our tailored opportunities.

EXHIBIT

There’s no better way to showcase your products, connect with potential buyers and be in the middle of the action than with a booth on the show floor.

RAW BOOTH SPACE *

<table>
<thead>
<tr>
<th></th>
<th>PRICE PER SQUARE FOOT</th>
</tr>
</thead>
<tbody>
<tr>
<td>AUVSI Member **</td>
<td>$33</td>
</tr>
<tr>
<td>Nonmember</td>
<td>$39</td>
</tr>
</tbody>
</table>

* Linear booths with open corner(s) are charged $500 per corner.

** Company must be an organizational member of AUVSI at the time of contracting and at the time of the show.

RAW SPACE (LINEAR BOOTHS ONLY) INCLUDES:

- 8’ draped wall
- 3’ side-rails
- 2-line ID sign (44” x 7”)

ALL EXHIBITORS RECEIVE ACCESS TO:

- Company listing complete with demographic information in the official XPO Guide, online and in the event app;
- Upgrade to an elite listing for 2x the exposure and the ability to receive leads and set up meetings preshow!
- Allotment of complimentary exhibitor badges based on booth size
- Complimentary customer passes
- Promotional toolkit
- Affiliate events and hospitality listing
- Attendee acquisition widget
- Show logo/banner ad for your website
- Opportunity to apply for a Solutions Theater speaking slot
- Pre-registered media list
- Press conference room

TAP INTO THIS POWERFUL OPPORTUNITY. SECURE YOUR SPACE TODAY.

VISIT XPONENTIAL.ORG FOR MORE DETAILS.
EXHIBIT

SHELL SCHEME BOOTH *

<table>
<thead>
<tr>
<th></th>
<th>10’ x 10’</th>
<th>10’ x 20’</th>
</tr>
</thead>
<tbody>
<tr>
<td>AUVSI Member **</td>
<td>$5,620</td>
<td>$9,846</td>
</tr>
<tr>
<td>Nonmember</td>
<td>$6,725</td>
<td>$11,766</td>
</tr>
</tbody>
</table>

SHELL SCHEME BOOTH SPACE INCLUDES:

- Hard wall system (with Velcro friendly fabric panels)
- Header sign
- Standard carpet
- Track-light with one (1) head per panel
- 42”h side returns/panels
- Set-up and removal
- Counter with sliding doors (42”h x 39”w x 18”d)
- Opening day cleaning
- Café table
- Four (4) chairs
- Power – 10 amp/1000 watt (outlet placed at the back wall; one outlet regardless of booth size)

* Linear booths with open corner(s) are charged $500 per corner.
** Company must be an organizational member of AUVSI at the time of contracting and at the time of the show.

STAND OUT IN A PAVILION

State and International Pavilions
XPONENTIAL provides a forum for individual states and countries to showcase their technological innovations and industry advancements. Contact Alex Mann at amann@auvsi.org to learn more about becoming a pavilion organizer.

Startup Pavilion
To be eligible to exhibit in the Startup Pavilion, your company must have been founded in 2014 or later. Submit the URL to your Crunchbase profile and exhibiting is limited to a maximum of 2-years within the Startup Pavilion.

TAP INTO THIS POWERFUL OPPORTUNITY. SECURE YOUR SPACE TODAY.
VISIT XPONENTIAL.ORG FOR MORE DETAILS.
SPONSOR

A sponsorship at XPONENTIAL elevates your brand among the unmanned systems community, increases booth traffic and sets your company apart from competitors.

OPPORTUNITIES ARE ORGANIZED INTO FOUR CATEGORIES TO ALIGN WITH YOUR OBJECTIVES:

- BRANDING/PRODUCT LAUNCH
- NETWORKING
- TARGET DEMOGRAPHIC
- THOUGHT LEADERSHIP

SPONSORSHIP OPTIONS INCLUDE:

- Educational Sessions
- Event App
- Keynotes
- Lanyards
- Networking Receptions
- Registration
- Show Badges
- Solutions Theater
- VIP Club
- And much more!

Contact Wes Morrison at wmorrison@auvsi.org to discuss your objectives for the event and he’ll help you secure a sponsorship or create a custom opportunity for you today.

“

It’s the opportunity to see the cross section of every industry that feeds into the whole unmanned systems, from component level through the testing phase.

- Benjamin Strobel
  University of Maryland, Glenn L. Martin Wind Tunnel

“

TAP INTO THIS POWERFUL OPPORTUNITY. SECURE YOUR SPACE TODAY. ▶ VISIT XPONENTIAL.ORG FOR MORE DETAILS.
RESERVE A MEETING ROOM

Secure private space to meet with staff and customers, talk acquisitions or form alliances. Meeting rooms are available on and off the show floor.

MODULAR MEETING ROOM

<table>
<thead>
<tr>
<th>SIZE</th>
<th>EXHIBITOR</th>
<th>NON-EXHIBITOR</th>
<th>INCLUDES</th>
</tr>
</thead>
<tbody>
<tr>
<td>12’ x 12’</td>
<td>$3,500</td>
<td>$6,000</td>
<td>Includes carpet, one (1) table, four (4) chairs, wastebasket and ID sign</td>
</tr>
<tr>
<td>12’ x 24’</td>
<td>$5,500</td>
<td>$8,500</td>
<td>Includes carpet, one (1) table, six (6) chairs, wastebasket and ID sign</td>
</tr>
<tr>
<td>24’ x 24’</td>
<td>$7,500</td>
<td>$10,000</td>
<td>Includes carpet, one (1) table, six (6) chairs, wastebasket and ID sign</td>
</tr>
</tbody>
</table>

PERMANENT MEETING ROOM

A limited number of permanent meeting rooms are available within the convention center and include one complimentary room set (theater, classroom, boardroom).

<table>
<thead>
<tr>
<th>EXHIBITOR</th>
<th>NON-EXHIBITOR</th>
</tr>
</thead>
<tbody>
<tr>
<td>$5,000</td>
<td>$15,000</td>
</tr>
</tbody>
</table>

Tap into this powerful opportunity. Secure your space today. Visit xpontential.org for more details.
OTHER WAYS TO GET INVOLVED

CO-LOCATED EVENTS
With more than 8,500 unmanned systems professionals under one roof, XPONENTIAL is an optimal location to hold developer programs, product trainings and user conferences. AUVSI will promote your event to our network, as well as provide registration services, logistical support and complimentary XPO Hall passes to your attendees.

XBUILD
Imagine the possibilities when top engineering minds gather to harness the power of their skills and ingenuity to innovate solutions for the unmanned systems industry. Imagination becomes reality at XBuild, XPONENTIAL’s official hackathon. Your participation as a sponsor, mentor or judge shows brand leadership and gives you access to bright new talent.

AUVSI XCELLENCE AWARDS
Gain exposure for your company by submitting an entry for the AUVSI XCELLENCE Awards. The awards recognize new and innovative ways of using unmanned systems to make our world better, safer and more productive. Winners are announced and honored at XPONENTIAL.

TAP INTO THIS POWERFUL OPPORTUNITY.
VISIT XPONENTIAL.ORG OR CONTACT YOUR BUSINESS STRATEGIST FOR DETAILS ABOUT EXHIBITING, ADVERTISING AND SPONSORSHIP OPPORTUNITIES.

EXHIBITING OPPORTUNITIES
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ehallberg@auvsi.org

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PAVILION OPPORTUNITIES
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amann@auvsi.org